



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN DELAWARE

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in DELAWARE (Fiscal Year 1999 thru 2003)

Companies Supported:	13
Communities Supported:	3
Value of Exports Supported:	\$124.4 million
Value of Exports Supported - FY 2003:	\$ 26.7 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Delaware, Connecticut, Rhode Island

212.809.2650 • www.exim.gov

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Ex-Im BANK SUCCESS STORIES

Harza Engineering Co., International, LLC-VE, of **Wilmington, Delaware**, used a \$44 million Ex-Im Bank long-term guarantee to support the export of \$48.4 million of engineering and procurement services to **Venezuela** in 2001. The buyer, a government-owned Venezuelan power company, is developing hydroelectric power along the Caroni River. The borrower and primary source of repayment is the government of Venezuela acting through its Ministry of Finance. The guaranteed lender is the Northern Trust Co., of Chicago, Ill.

Alanx Wear Solutions, Inc., a small business located in **Newark, Delaware**, manufactures ceramic metal components and sells them to the mining industry. Established in 1986, Alanx exports its products to various countries, including **Canada, Chile, Peru and Mexico**. The 45-employee company has used Ex-Im Bank's insurance program since 1992. "Ex-Im Bank is a safety net for us," said Jennifer Dolan, the company's accounting manager.